

# SALIL OSTWAL

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EDUCATION			
Degree/Qualification	Institute	Percentage/CGPA	Year
MBA (Expected April 2019)	Indian Institute of Technology, Kanpur	-	2017-Present
B.E (Mechanical Engineering)	RSCOE, Pune (University of Pune)	65.4	2012-15
Diploma (Mechanical Engineering)	Cusrow Wadia Institute of Technology, Pune	83.36	2009-12
SSC (10 <sup>th</sup> )	Jai Hind High School, Pimpri, Pune	87.53	2009

WORK EXPERIENCE	
<b>ISMT LIMITED</b> <b>Marketing Executive</b> <b>Project : Seamless Tubes</b> <ul style="list-style-type: none"><li>Sale and Execution of orders for domestic bearing race manufacturers</li><li>Update and respond export clients, predominantly traders based out of US/Canada, regarding the production schedule, technical clarifications, documents (shipping or otherwise) , LC terms &amp; conditions, payments due etc.</li><li>Present a detailed report regarding the order execution status (for some of ISMT's biggest customers) to the top management periodically</li></ul>	<b>Pune</b> <b>Feb 17 - Jul 17 • 4 Months</b>
<b>KIRLOSKAR PNEUMATIC COMPANY LIMITED</b> <b>Graduate Engineer Trainee - Sales</b> <b>Project : Reciprocating Air Compressors</b> <ul style="list-style-type: none"><li>Understand customer requirements &amp; accordingly select appropriate compressor models</li><li>Float Enquiries for customized requirements of bought out items (Dryers, Motors, Receivers etc.), negotiate with the vendors for the same, cost the entire compressor package and submit a detailed techno commercial offer to the customer through the regional teams</li><li>Support the regional teams for all the techno commercial clarifications and special approvals they might need to convert the enquiries</li><li>Scrutinize the PO for all the technical and commercial clauses</li><li>Support seniors in tendering and conduct order transfer meets for project orders, wherein the road map for order execution is laid out</li></ul>	<b>Pune</b> <b>Aug 15 - Jul 16 • 12 Months</b>

POSITIONS OF RESPONSIBILITY	
<b>KPCL, PUNE</b>	<ul style="list-style-type: none"><li>Solely responsible to formulate a price list for Air Cooled, VFD based, Reciprocating Compressors which was released after an approval from the top management</li></ul>

ACHIEVEMENTS	
<b>ISMT LIMITED</b>	<ul style="list-style-type: none"><li>Converted enquiries for a number of domestic clients and ensured that the customer is never kept waiting, either for an offer or otherwise for a response from our side</li></ul>

OTHER INTERESTS AND HOBBIES	
Swimming • Reading (Indian history post-Independence/ Mahabharata/ Articles on International affairs) • Playing Sudoku	